

## Work Styles at Zoom

In most cases, you will have the opportunity to choose your preferred working location from the following options when you join Zoom: in-person, hybrid or remote. Visit this page for more information about Zoom's Workstyles (<https://careers.zoom.us/zoom-workstyles>) .

## About Us

Zoomies help people stay connected so they can get more done together. We set out to build the best video product for the enterprise, and today help people communicate better with products like Zoom Contact Center, Zoom Phone, Zoom Events, Zoom Apps, Zoom Rooms, and Zoom Webinar.

We're problem-solvers, working at a fast pace to design solutions with our customers and users in mind. Here, you'll work across teams to deliver impactful projects that are changing the way people communicate and enjoy opportunities to advance your career in a diverse, inclusive environment.

Zoom is looking for a mid level Marketing Analyst with intermediate to advanced SQL skills that will have the opportunity to understand and analyze various sources of demand. This role will be part of the Marketing Operations team which supports Marketing core and qualifying Sales teams. This role will work closely with Marketing, Data Science and Sales teams to explore all avenues of inbound demand and extrapolate insights for teams to action on. We are looking for someone to be an informed voice for our data strategy to achieve operational excellence. About The Role:

- + Develop, manage and analyze key revenue and marketing funnel metrics to drive revenue growth and enable forecasting
- + Proactively surface potential problems within the marketing funnel and work with Marketing/Sales leaders to create action plans
- + Help lead a cross-functional team focused on improving Marketing attribution modeling
- + Build out ROI models that can be used by marketing program owners to understand the efficacy of their programs
- + Maintain consistent reporting cadences across the marketing org and use our data to communicate performance, areas for improvement, and shared successes or failures
- + Distill large datasets into actionable insights for teams by building dashboards in reporting/analytic platforms for proactive and reactive needs
- + Deliver actionable ad-hoc intelligence and recommendations to leaders as needed
- + Work cross-functionally with teams to unify and streamline data available to and from new tools and sources
- + Partner tightly with Data Science to ensure processes and best practices are set to maintain the integrity of inbound data
- + Ability to thrive in a fast-paced, deadline-driven, high growth environment

## Requirements:

- + 3-5+ years of experience in and Analytics role

- ## #LI-Remote

We welcome people of different backgrounds, experiences, abilities and perspectives including qualified applicants with arrest and conviction records and any qualified applicants requiring reasonable accommodations in accordance with the law. If you need any assistance or accommodations due to a medical condition, or if you need assistance accessing our website or completing the application process, please let us know by emailing us at [careers@zoom.us](mailto:careers@zoom.us).

### Explore Zoom:

- + Hear from our leadership team ([https://urldefense.com/v3/\https://youtu.be/7i2o\tszj5g\\\_\\;\u0026Nl9bFG2WvSVHNjvQfjuOpRN\CRuOAVcjK-OUBF5KymSi-XOFAnfRCVoBcyNhxGRFJi6P\\$](https://urldefense.com/v3/\https://youtu.be/7i2o\tszj5g\_\\;\u0026Nl9bFG2WvSVHNjvQfjuOpRN\CRuOAVcjK-OUBF5KymSi-XOFAnfRCVoBcyNhxGRFJi6P$))
- + Browse Awards and Employee Reviews on Comparably
- + Visit our Blog (<https://blog.zoom.us/category/company-news/>)
- + Zoom with us!
- + Find us on social at the links below and on Instagram (<https://www.instagram.com/zoom/>)

+ View more jobs, sign up for job alerts and join our talent community. Visit the Zoom careers site (<https://careers.zoom.us/home>) .

#LI-Remote